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GET TRADE FROM NEW TERRITORY

Richmond to Invade Orange, Culpeper and Fauquier Counties for Shop Traders.

PLAN TO BRING PEOPLE HERE

They Need to Be Shown What Great Things Richmond Can Do.

The Chamber of Commerce is to be congratulated on its good work in bringing the Chesapeake and Ohio and the Southern Railways together in an agreement by which industrial and commercial and social Richmond is enabled to get in closer touch with the good people of Orange, Culpeper and Fauquier counties. And the railroads are to be thanked for making the agreement by which trains from the counties named and the good towns and villages therein can come to Richmond for shopping and other purposes and get back home before bedtime, and all in one day.

The arrangement goes into effect tomorrow, when the Southern Road will put a train on at Warrenton that will make two trips a day between Warrenton and Gordonsville, and will have the right of way over the Chesapeake and Ohio tracks from Orange to Gordonsville, making quick connection at Gordonsville with Chesapeake and Ohio trains bound for Richmond. By this arrangement it is possible for people in the good counties named above to leave their homes at an early hour in the morning and reach Richmond in time for business and then return home in ample time for supper.

The Present Schedule. As outlined by the railway people, passengers may leave Warrenton at 5:40 A. M., and the special train which takes them will make stops at the principal intermediate stations between there and Gordonsville. Then at Gordonsville, close connection will be made with Chesapeake and Ohio trains that will land them in Richmond at 9:30 A. M.

Returning, the Orange, Culpeper and Fauquier people may leave Richmond, if they want to, at 2:45 P. M., and by making close connection with the Southern special at Gordonsville, get home in good time the same evening. Furthermore, passengers leaving Richmond at 8:30 A. M. by the Chesapeake and Ohio can transfer at Gordonsville, where they will find the Southern special waiting to take them to points in the counties named for business in the early part of the day. Thus it happens that while the upcountry people can come to Richmond to do business in a day, the Richmond people can also go to Orange and the other counties to do business and come back home by nightfall.

Let's Bring Them In. All of this is good, and as before said, all of the parties to the arrangement are to be congratulated and thanked; but the Chamber of Commerce should not stop here. These Orange and Culpeper and Fauquier people have been off from Richmond a long time, and they have been doing their shopping in Washington so long it has become a habit. They need to be weaned from that habit. A wide-awake citizen has suggested to the Industrial Section that it would be a good thing for the Chamber of Commerce, the Retail Merchants' Association and the Wholesale Merchants' Club and the Commission Merchants' Association to get together and arrange for a big free excursion to bring the people of the upcountry down here for a day, or maybe two days, and let them see what Greater Richmond can do for them. It will be easy enough to prove to these people that Richmond can and will do better for them than any other city they have been in the habit of trading and shopping in if once we get them here, but we must get them here to convince them.

That is just the way the aforesaid wide-awake citizen put the matter, and he is dead right. The idea is respectfully submitted to the officials and the members of the trade organizations above mentioned. Let it be hoped that something will be heard from the matter at once.

RAILROAD YARDS ENLARGED. N. Y. P. and N. Making Improvements at Port Norfolk. [Special to The Times-Dispatch.] Cape Charles, Va., May 27.—The N. Y. P. and N. R. R. has purchased a strip of land adjoining the present property of the company, located at Port Norfolk, containing about five acres of dry land and about two acres under water, which will be used by the railroad to enlarge the wharves at Port Norfolk in order to accommodate the increasing business at that point. This is the second addition which the railroad has made to the Port Norfolk yards within the last few months.

Among the speakers who have been, or are to be, invited are United States Senator Harrison, Governor Mann, Highway Commissioner Wilson and Industrial Editor Woodson, of the Times-Dispatch, and others. It will be an old-time Fourth of July all-day meeting, the good roads advocates feeling that there could be no better way to celebrate Independence Day than to use it to arouse an interest in good roads that will result in the building of permanent highways all over Lunenburg county.

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